



MAHAROOF P K

AL THUMAMA- DOHA -QATAR

Mob : +974 50075839

Email : maharoofpk777@gmail.com

CAREER OBJECTIVE

Intend to build a career with reputed and leading firm and work with committed and dedicated people, which will help me to explore myself fully and realize my potential allow the application of leadership skills.

PERSONAL PROFILE

DATE OF BIRTH : 11/02/1974

NATIONALITY : INDIAN

QATAR ID : 27435632339

SEX : MALE

MARITAL STATUS: MARRIED

VISA STATUS : RESIDENCE VISA
TRANSFERABLE

VACCINATION : SFZIER

DRIVING LICENSE: LIGHT VEHICLE
(VALID-QATAR)

LANGUAGE

ENGLISH

ARABIC

HINDI

MALAYALAM

KEY PERSONAL SKILLS

RESULT ORIENTED

SELF MOTIVATED

PROFESSIONAL CAREER

WORK EXPERIENCE IN DOHA-QATAR

SALES AND MARKETING/ RAJWA TRADING COMPANY W.L.L (Nonfood division household and home linen items for operation and sales) (15/08/2022 to till date)

-SALES AND MARKETING / CARE & CURE TRADING (12/12/2020 to 01/07/2022)

-SALES AND MARKETING / FLOWTECH HYDRAULICS & TRADING WLL (20/05/2017 to 30/11/2019)

-VOLUNTEERS COORDINATOR / SPRITE EVENTS (2015-2016)

-SALES AND MARKETING / ARABIAN SUPPLY (2012 to 2016)

-VOLUNTEER / DOHA TROBACA FILM FESTIVAL (2012-2013)

KEY RESPONSIBILITIES IN SALES AND MARKETING:

- Present and sell the company's products and services to current and potential client.
- Achieved the assigned daily and monthly target given by the Channel d
- Ensuring that proper selling procedures and policies are followed. Communicate with channel managers about any market dynamics that might impact the selling capability of the route.
- Ensure that all SKUs in the company portfolio are available in the assigned area.
- Drive sales revenue and market share by managing a defined territory to achieve quota.
- Product merchandised based on company standards.
- Ensure the company assets represented in the POSM maintained in the highest quality and functionality.
- Maintain healthy collection and business relationship with all customers within route based on business and selling directives.

KEY PROFESSIONAL SKILLS

HARD WORK

EXCELLENT TECHNICAL SKILLS

GOOD COMMUNICATION SKILLS

ANALYSING & PROBLEM-SOLVING SKILLS

ORGANIZING & PLANNING SKILLS

TEAM PLAYER

HOBBIES

BROWSING INTERNET

PLAYING FOOTBALL & CRECKET

WHATCHING MOVIES

KEY RESPOSIBILITIES IN SALES AND MARKETING:

- Establish and maintain current client and potential client relationship.
- Prepares paper works to activate and maintain contract services if any with the customers.
- Identify, resolve client's concerns and informed to the managers.
- Demonstrated the new product and services opportunities, special development, information's, or feedback gathered through field activity to the reporting managers.
- Control the sales performance & sales activities
- Set the sales goals, implement the sales policies
- Manage the sales force
- Interact with the other department
- Make a good relation with trade and customers.
- Interact with the marketing department, and report to the Marketing Manager.
- Documentation of Customs related Documents.
- E-Clearance of Import and Export Documents.
- Updating of the Customer enquiries.
- Chamber of Commerce documentation for Export shipments.
- Achieve self and team targets.
- Motivating the team to achieve monthly targets.
- Handling and patient care all hospital ward.
- Distributing food as per rules to the patient.

EDUCATIONAL QUALIFICATION

SECONDARY SCHOOL (SSLC) : NEW INDIAN HIGHER
SECONDARY SCHOOL

PRE-DEGREE : CALICUT UNIVERSITY

DEGREE : BACHELORS DEGREE IN ARTS
(CALICUT UNIVERSITY)

DECLARATION

I hereby declare that all the information furnished above is true to the best of my knowledge and belief.

QATAR

MAHAROOF PK